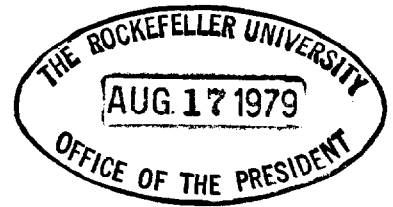


Technicon Corporation ↓



August 13, 1979

Dr. Joshua Lederberg
Rockefeller University
1230 York Avenue
New York, New York 10021

Dear Dr. Lederberg:

As you certainly know by now, a group of us from Technicon visited the University about two weeks ago for a meeting with some of your faculty. We covered a lot of ground, including how we might work together on lipoprotein assays.

At the moment, Technicon is marketing a semi-automated method for HDL with a calculated (by difference) value for LDL plus VLDL. Sounds like this would fill the present needs of Drs. Ahrens and MacNamara.

As for the future, we'd like to fully automate the method. We'd also like to modify the chemistry for better compatibility with our large, multi-channel analyzers. And we'd like to stay close enough to the research community to learn about derivative tests as they appear.

Those copied on this letter who attended the last meeting have agreed to meet again in Tarrytown in the early part of September to see specifically how we might collaborate on the points above. Dr. Moore suggested we use your office to coordinate the Rockefeller attendees -- we'll contact your secretary in the next few days. ✓

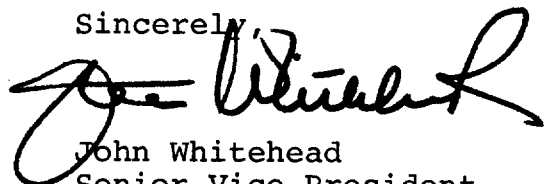
I should also mention that we touched on a number of points outside of the area of lipoprotein profiling. If the group we met with is any indication, your faculty is just teeming with ideas for commercial development. At our meeting with you last Spring, we talked about how Technicon might get closer to some of the work at Rockefeller, but we've had a hard time trying to come up with a specific mechanism and a tangible goal. Maybe what we should do is to define Technicon's businesses and then poll your faculty for ideas that would fit those definitions. I suspect that the mechanisms for collaboration would evolve out of the process itself.

continued...

Dr. Joshua Lederberg
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In any event, we will meet in September to pursue the lipoprotein work. Based on the last meeting, I would guess that we'll end up with some kind of informal, mutual self-help program for the moment. I'm also hoping we'll have enough time at the meeting to open up discussion on how we might broaden our areas of collaboration.

Sincerely,



John Whitehead
Senior Vice President
Research & Development

/hb

cc: Dr. P. Ahrens - Rockefeller University
Dr. J. Fishman
Dr. A. Kappas
Dr. D. MacNamara
Dr. S. Moore
Mr. R. Nichols
Mr. G. Charlap - Technicon
Mr. H. Diebler
Mr. H. Mansberg
Dr. M. Shamos
Dr. L. Snyder